THE CANNED GOODS TRADE

An Independent Journal of the Canning and Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, NOVEMBER 4, 1904. NO. 11.

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

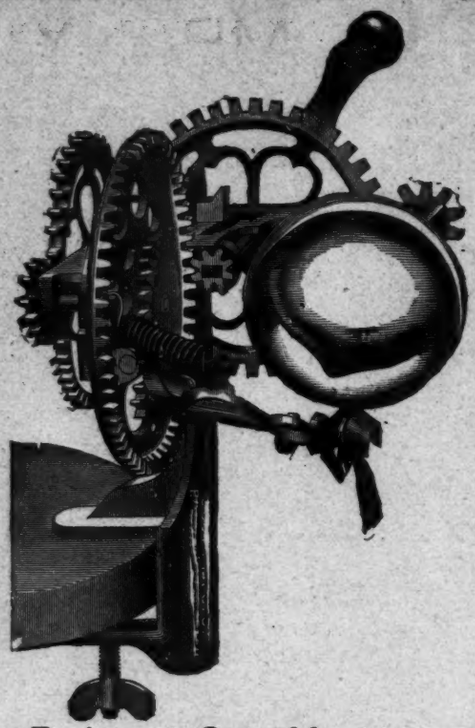
PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

SCOTT'S ROTARY KNIFE

PEACH and APPLE PARER



The First and Only Machine made that will do Perfect Work.

Write us for prices on

Pea and Tomato achinery

and Supplies in general.

TRAYLESS GANG POWER TOMATO FILLER,

Bucklin Pulp Finishing Machine,

Perfection Power Cranes,

Hand Cranes,

Process Kettles,

Crates,

Foot Power Tomato Fillers,

FLOOR TRUCKS,

REPAIRS

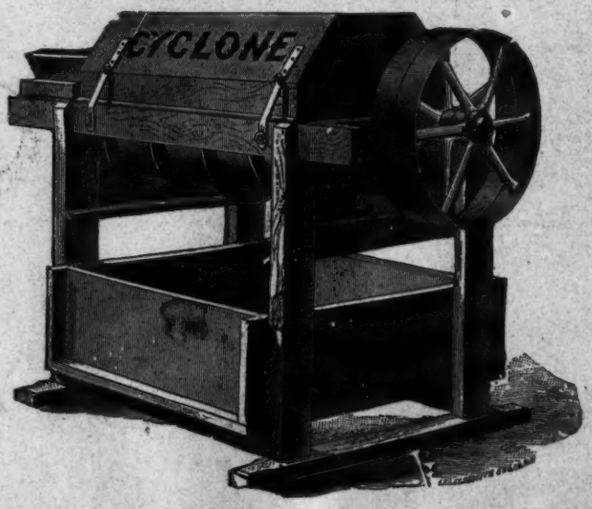
FOR BUCKLIN CYCLONE PULP MACHINE, &c.

Cyclone Pulp Machine.

BUCKLIN'S

CYCLONE PULP AND PUMPKIN MACHINE

Will reduce any fruit or vegetable to a fine pulp, and will extract all the pulp from tomato skins, leaving it entirely free from skins and seeds. Does its work very rapidly and absolutely without waste. Continuous in action—self cleaning.



SINCLAIR SCOTT COMPANY,

MANUFACTURERS OF

Canning House Machinery

Baltimore, Md.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
PITTSBURGH, PA.

WORKS:
STEUBENVILLE, OHIO

Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

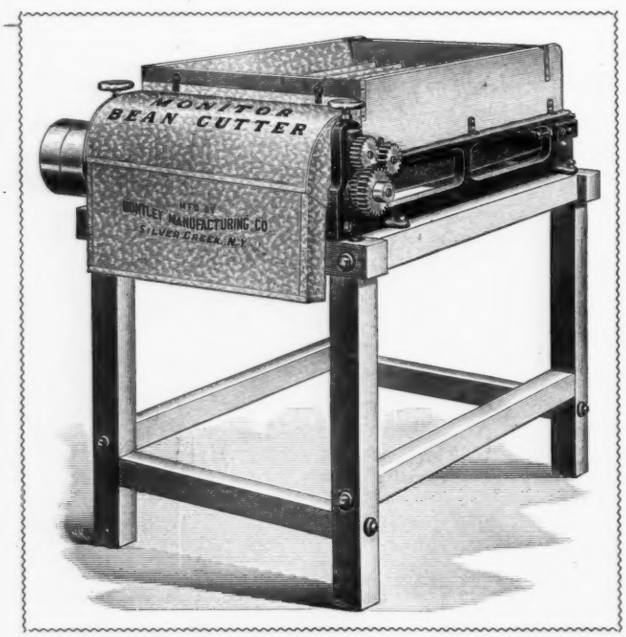
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. ***CHEAPER TOO.***

L & J. A. STEWARD,

Rutland, Vermont.

The Monitor String Bean Cutter



turns out beans cut to perfectly uniform lengths. It occupies very little space, is most compact and by far the most convenient and efficient machine for this class of work on the market. Its capacity is practically limitless and it will last a life time.

The complete Monitor line includes

CREEN PEA GRADERS,
GREEN PEA CLEANERS,
STRING BEAN GRADERS,
AND BEAN CUTTERS.

Every machine is guaranteed and sold subject to a thirty days' free trial which places you under absolutely no obligation to buy.

When at the World's Fair at St. Louis don't fail to visit the "Monitor" exhibit in the Agricultural Building, Block 107.

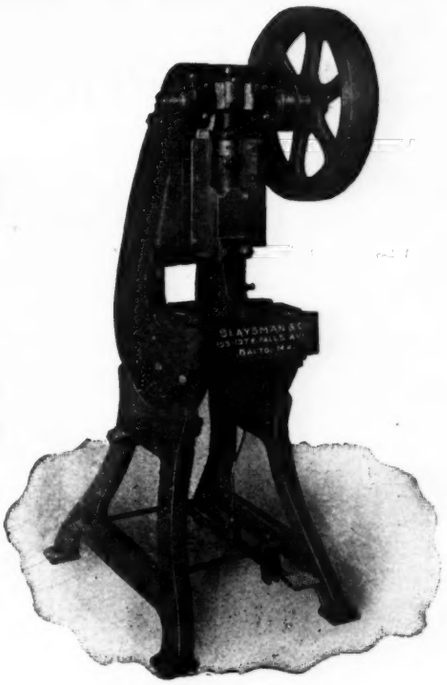
Write today for free Catalogue.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

"Slaysman" Upright Top and Bottom Press

No. 3 A.



This illustration represents the general style and appearance of the No. 3 A Power Press in an Upright position. It is the best Top and Bottom Power Press on the market. All Bearings are reamed and scraped.

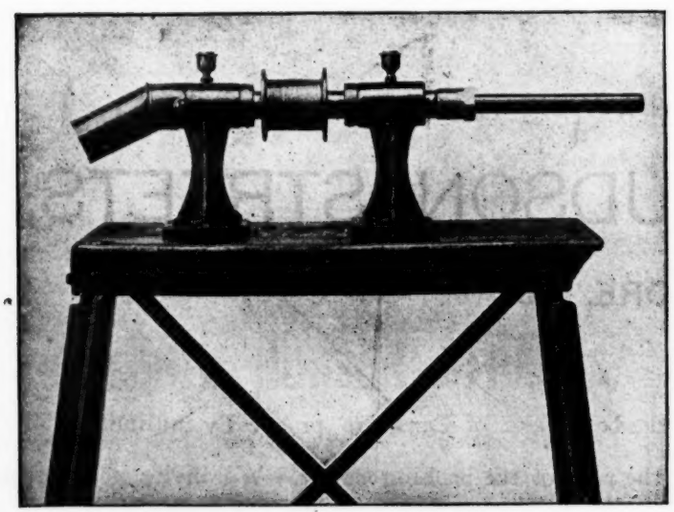
WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: *125-127 East Falls Avenue.* Office and Salesrooms: *200 West Falls Avenue.*

BALTIMORE, MD.

E. J. LEWIS, Middleport, N. Y.

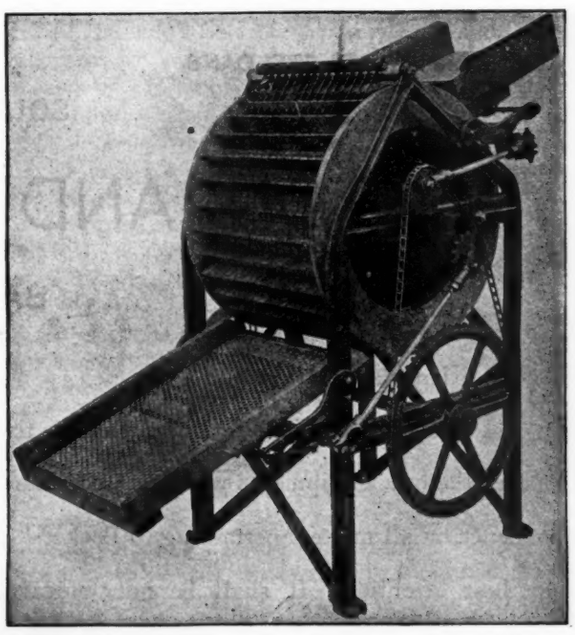


PINEAPPLE COREING MACHINE, - - Price $25.00.

PINEAPPLE PEELING MACHINES.

Large size Peelers built on orders for foreign trade. Received duplicate orders for six machines this season for Hawaiian trade. Write for further partiulars.

BEAN CUTTER.



Pat. May 14. 1904. - - - Price $150.00,

CAN TESTERS, CAN FLOATERS AND AUTOMATIC CRIMPERS.

Steady Prices on Cans mean

Steady Prices on Canned Goods.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, NOBVEMER 4, 1904

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The week has been characterized, not only in this city but in New York and all the leading canned goods centers, by a dullness that has been noticeable even in the face of the fact that the market has had a strong tendency towards this condition for some months. It is generally attributed to the approaching election, so that canned goods may be said to be simply keeping pace with other lines of business in the quietness of their markets. The financial condition is the governing influence at present in all lines of business, both here and Europe. It is difficult, however, to determine the exact causes that are governing the financial condition, as local influences considerably affect them.

But there is no question but that money conditions during the past month have had a colossal influence upon the markets of all kinds, and this influence has not yet disappeared.

Within the past two or three days London and much of Europe nearly had a convulsion over the prospects of war between England and Russia. The condition of the great British metropolis was reflected in the great trade centers of the United States, especially in New York, and principally in stocks. We call attention to it merely as representing the monetary situation in Europe.

Financial conditions in New York can be estimated by all when they know that within twelve months the values of stocks of nearly all kinds have about doubled; that is, that they are worth about twice as much to-day as they were one year ago. Now it is a known fact that business is generally bad in all other lines when stocks are booming, because people will not put their money into other things while stock brokers can persuade them that values are advancing in those securities. In fact all during the summer it has been a stock brokers' harvest.

In this immediate locality money has been immensely diverted from agricultural and productive lines by the great and steady demand upon the banks for funds for building operations in this city. In the past two or three months some $8,000,000 have been spent in this way, the realty-security and high premiums being a temptation that the money lenders cannot resist, and therefore

producers have found financial quotations too high for them to handle as borrowers.

In the West an almost new development has occurred. For several years Chicago has been slowly and steadily fixing herself as the financial center of the central West, and this year, probably for the first time in history, there has been a lack of demand as compared with other seasons upon the East for money to move the crops. The crops however have been as heavy as usual, but the retention of this money in the West for this purpose has been beneficial to business there, advantageous to the carriers, but not especially pleasing to the money lenders of New York, who however, have had enough to do with all the funds in their possession.

The crops throughout the country have been good; wheat is not probably the heaviest harvest ever secured, but is sufficient for domestic needs with some to spare for foreign demands; meat will scarcely reach a full average, and other lines are full, with the possible exception of fruit. And the demand on these things is steadily increasing.

In the canned goods market, as we have said, things are very quiet and will doubtless remain so until after the election. There has been a slight decline in the prices of small fruits, No. 2 standard strawberries being reduced about 2½ cents; No. 2 red raspberries about 5 cents, but gallon strawberries have fallen off from 75 cents to $1.00 per dozen, and are now quoted at $2.75 to $3.00.

Corn.—There has also been a decrease in the prices of sugar corn, No. 2 standard, moist pack, now being quoted at 65c. to 70c., a reduction of 5c.; New York or Maine style is now quoted at 75c. to 80c., a reduction of 5c. on the lowest figures, and ordinary standards No. 2 are now quoted at 55c. to 60c., a reduction also of 5c.

Corn moves along steadily with a peculiar condition in the general market. In spite of the seasonable variations which left Maine and New York with not more than half a crop and therefore not more than half a pack, Maryland, Virginia and the West have so considerably increased their upput that there will be sufficient corn to go round, mainly of the cheaper grades. If there is any scarcity it will be in the finer qualities. At present the quotations of what is generally called cheap corn are better than usual, and the Maryland, Virginia and Western packers have no cause to complain of quotations.

Tomatoes.—Holders are apparently coming to the conclusion, in regard to tomatoes, that the fall season of weak firms has passed, and the price of tomatoes at present is indication enough that it has been here. One or two facts in this respect are worth observing.

The first is that it has been claimed that the tomato pack of 1903 was the heaviest on record, running over 10,000,000 cases, and the argument used or deduced therefrom is that there is an immense market for tomatoes. We have never doubted this, but we think the conditions to-day prove that there was an error made in that deduction. It is now plain that fully 2,000,000 cases were carried over from last year and the depressed price of tomatoes during this whole year is attributed to this deluge of carry over. In other words the second fact stands out boldly that the American people are not yet consuming anything like 10,000,000 cases and it would be wise to deduct 3,000,000 cases from the consuming market. A little common sense like this would explain why standard No. 3 tomatoes are selling to-day and have been this week at 65 cents when we believe statistical proof could be given that they cannot be packed for this in any amount, large or small, unless the grower and the can maker give their goods for nothing.

There has been a considerable pack of minor articles this year, such as pumpkin, beans, small fruits and specialties such as beets, and spinach, but the market seems to have been perfectly able to absorb it all and to keep from having any great carry over.

STEADY PRICES ON CANS MEAN STEADY PRICES FOR CANNED GOODS.

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

We expect oyster packing to get into full blast before our next issue, but the outlook is only for a fair supply at rather high prices but of good stock.

Cans.—In cans and canners' metals there is nothing new to report. We are announcing in another column the incorporation of a new can company of large proportion, which will be a figure in the can supply of the coming year, and really represents the fulfillment of the recent rumors.

The usual slight variations in the quotations of pig tin are in evidence this week, but amount to only a few cents upon the ton.

For cans and canners' metals see regular page.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

Brokers complain that business is unusually dull, even for what may be termed a between seasons period in some lines. Jobbers refuse to be interested in any offerings, but, notwithstanding this, appear to be busy. Retailers have bought more freely for forward delivery than they have in many years, and jobbers are moving out goods as deliveries on contracts, or on orders recently placed. It will probably be more or less difficult to interest jobbers in purchases until deliveries from packer to jobber and from jobber to retailer are complete.

Tomatoes.—The market is more or less unsettled, due in large degree to the situation just mentioned. The uncertainty regarding available supply is another depressing influence. The concensus of opinion is that the pack in Maryland, Delaware and Virginia has fallen far below that of last year, but elsewhere output appears to be substantially the same as it was a year ago. After all, it is not this year's output that worries holders. It is the size of the 1903 carry-over. There is more or less uncertainty regarding it and many think that it will be sufficient to offset the possible shrinkage in this year's pack. Maryland 3s sell on the spot for 67½ to 75c., depending upon quality. Rejections appear to be over for the present, due perhaps to the fact that deliveries are slow.

Corn.—Neglect characterizes the situation perfectly. The only thing that looks like business is an occasional inquiry from a buyer looking for bargains. It is reported that Maine canners put up some corn that had been touched with frost. Experts have no difficulty in discovering this, but wholesalers may have trouble with it later. No Maine goods are offered on the spot and New York stock is up to $1.10 outside.

Peas.—Cheap stock appears to be plentiful, but even sales at 60 to 65c. are not numerous. Other varieties are practically dead. Movement is light on both deliveries and new business.

Fruits.—Nothing new was discoverable in this department. The principal inquiry is for lines that are scarce and in them there is, perhaps, less than there was a week ago. The firm attitude of holders and the difficulty in getting just what is wanted at any price combine to create a dull market.

Salmon.—Interest has revived and the tone of the market is more satisfactory. Pink is reported cleaned up on the spot, though that is denied in many quarters. Red Alaska to arrive next month has been sold at $1.17½ and one or two cars of Cohoes sold at full prices. Aside from this nothing has been done.

Sardines.—The market is quiet and has an easy undertone.

HUDSON.

A superintendent and processor with years of experience in packing every line of canned goods is open for a position during 1905. At liberty now if desired. References from some of the best packers in the country. Address "BUSINESS," care of The Trade.

STEADY PRICES FOR CANS MEAN STEADY PRICES ON CANNED GOODS.

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

CORRESPONDENCE.

Baltimore, October 29th, 1904.

Gentlemen:—

We report the market as follows:

Tomatoes.—During the past two weeks there has been some very heavy selling of No. 3 Standard Tomatoes and the result is that 62½c. goods have been pretty thoroughly cleaned out of this section. We do not believe the market has been entirely cleaned up at this figure, but enough goods have been sold to take out of the market a graat many weak sellers who have been demoralizing things for several months. This buying has been carried on in a very quiet way and possibly for this reason prices have apparently not been affected. When the fact becomes generally known it may have the effect of stimulating buying to some extent. From what we can learn regarding the pack of Tomatoes in Maryland, Delaware, and Virginia, it seems perfectly safe to say that there will be a very heavy falling off as compared with last year. The present state of affairs has now continued for a pretty long time, and possibly the turn of the road will come into sight sooner than is expected. At any rate 62½c. No. 3 tomatoes are cheap. Good goods cannot really be produced at that figure.

Corn.—We can still buy a very fair grade of Harford County Standard Corn at 55c. per dozen; Standard Maryland Maine Style at 72½c. per dozen, less 1½%, f. o. b. factory. We have had an excellent inquiry for the different grades of Harford County Style Shoe Peg Corn this week, and for certain markets this corn is proving very popular. The Fancy Shoe Peg Corn which we quote at 75c. per dozen, is handsome quality.

Sweet Potatoes.—70c. sweet potatoes on the Peninsula are pretty nearly gone. They have been selling rapidly. We can probably still buy one or two cars of these goods at this figure in No. 3 cans. The Baltimore market is now firm at 75c. per dozen.

Spinach.—We can buy a limited quantity of No. 3 spinach at $1.05 per dozen, regular, f. o. b. Baltimore; reasonably prompt shipment.

Oysters.—There is a heavy demand for oysters from all sections of the country. It will require a big pack here and in the South to take care of this business. We can book your orders for season delivery at 75 and 80c. per dozen for 4 and 5 ounce, and $1.40 and $1.50 per dozen for 8 and 10 ounce oysters, f. o. b. Baltimore. We can quote you for immediately delivery, 4 ounce oysters at 80c. per dozen, and lunch oysters at $1.05 per dozen; handsome wrapper label. We can quote you 5 ounce oysters at 87½c. per dozen; 8 ounce at $1.45 per dozen, and 10 ounce at $1.60 per dozen; regular strip labels.

Yours truly,
THOS. G. CRANWELL & CO.

Aberdeen, Md., Oct. 29, 1904.

Gentlemen:—

Tomatoes.—The week closing has to its credit a fair volume of business of possibly not quite the volume and range of territory covered that prevailed last week. On account of fair volume of shipments out of first hands, packers are more comfortably fixed so far as finances are concerned than they were in the early part of the month, and to this extent offerings are more regular and of smaller volume this week than they have been in the three weeks previous. It is gratifying to note that for this reason market conditions this week are more comfortable than they have been for some time, and the impression prevails among the larger operators that on account of weak holders having shipped out and cashed up a good portion of their holdings, that the market must assume from now out, more regular conditions, and while we don't look for any sharp advances, we have reason to expect a steadier market 'round 65 cents, though even this figure is below actual cost of packing good standard stock. In our advices of the 22nd we referred to actual reports as to this season's work, coming in from packers in Maryland and Delaware. Additional reports received from such sources this week show remarkable falling off in output this season as compared with 1902 and 1903, and unless the carry-over is unusually large, which we hardly believe, there should be from a statistical position of stocks, a continued improvement in the market, and possibility of 70 cents and better for good standard 3s 'round the turn of the year.

Corn.—Demand for all grades of new packing corn continues quite satisfactory and market well maintained. Some grades of both whole grain and Maine Style packing are being well cleaned up.

Yours truly,
STRASBAUGH-STECKEL-HEWITT CO.

Pulaski, Tenn.—The proposed cannery for this place is now assured, as practically all the stock has been subscribed. The company will be organized in a few days.

THIS SPACE IS RESERVED
FOR FAMOUS
NEVER-SLIP SOLDER.

Good Judgment has Accorded Never-Slip Solder the Highest Verdict.

COMMON SENSE

then should cause you to

RESERVE YOUR ORDER
FOR

E. M. LANG CO.,

New York Office,
16-18 Exchange Place,
W. B. DOUGLAS, Agent.

Portland, Me., U.S.A.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

NEW YORK.

Tomatoes are quiet but firmer, owing to a belief that the general pack is shorter than had been expected. There are still some Southern No. 3 standards offering at 62½c. per dozen. Rejections for cause have not yet ceased, and it is these rejections which, offered at low prices, apparently keeps market from advancing. It is urged in canning circles that the shortage in the pack warrants an advance of 10c. a dozen, but price is the safest test and criterion of crop news and supplies, and so long as 62½c. continues to be quoted as the market price of No. 3 standard Maryland tomatoes, so long will there be doubt as to the truth of the report that the pack is short. Corn is in better supply, deliveries having been made on contracts with considerable freedom, and it is now difficult to get the trade to take an interest in Western goods at 80c. per dozen, delivered. Peas are quiet and offered freely. Beans are also quiet, and rather easy. Extra standard lemon cling California peaches have sold in one carload lot at $2.10 laid down here. Outside of California peaches there is not much doing, and the California goods are very firm. Gallon apples are easy at $1.75 to $1.80 for the State standard goods. Salmon is quiet here and on the Coast, the only life showing in the pink salmon department. Red Alaska fish received a black eye last summer. Pink salmon is firm at 80 to 85c. New Cove oysters are being canned and quotations are 82½c. for 4-oz., 90c. for 5-oz. and $1.05 for lunch oysters.—*Merchants Review.*

CHICAGO.

The demand for canned peaches continues unsatisfied and as a result there is a very strong feeling on this fruit, including both California and eastern varieties. It is believed the supply will be completely exhausted before spring. Canned apples are steady at unchanged prices. Demand is fairly good. Canned pears and other fruits are firm and there is a good demand reported. The tendency of prices on fruits to advance, and higher figures on some lines are confidently expected. Despite that there was a large pack of corn, prices hold fairly steady, and the belief is general that there will be little, if any, decline in quotations on this article. Stocks were so depleted that, while the production was large, demand has also been exceptionally heavy. Tomatoes are unchanged since last week. The pack, according to estimates, fell about 2,000,000 cases below the 1903 pack. Demand seems to be very good. No material change in quotations on tomatoes is looked for to occur soon. Canned peas are quiet and unchanged in price. Salmon is firm. The feeling in pink Alaska salmon is decidedly stronger. Demand continues good. Sardines are steady for domestic pack is heavily short of the average. Canned lobster, shrimp and oysters are firm and in good demand.—*Grocers Criterion.*

PHILADELPHIA.

A number of interests report tomatoes slightly firmer, but goods can still be bought at 62½c., f. o. b. the county. There are no more at 60 cents, however. The demand is still very light, and there will probably be no decided change in price until business grows brisk. There is a demand for nearly all the corn that can be gotten. Prices are unchanged, except that fancy York State corn is moving out at about 5 cents above the opening price. Some standard Maine corn is being offered by concerns who sold no standards for future delivery. The price averages 82½c. Peas are very quiet at unchanged prices. Peaches show no advance. Stocks are closing out at old prices. There is some little demand for California canned goods. A few packers are offering some lemon clings at $1.65 for standards and $1.85 for extra standards.—*Grocery World.*

BOSTON.

There is nothing really to add to what we said last week. New goods are coming in and all interest is now centered in that direction.

Sardines are slightly firmer, and dealers find it difficult to get orders confirmed at packing points. Here, jobbing prices are steady.—*New England Grocer.*

ST. LOUIS.

Nobody wants to buy tomatoes and for that reason they are not strong and sellers are a bit anxious. Buyers seem to be well supplied. I can see no reason, however, for any tremendous tumble in tomato prices.

The canned corn situation is not startling. The Maine pack is short, as already told, and this week one Western packer announces that he can only make an 80 per cent delivery. Deliveries of the new pack are

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

coming in very slowly. I do not consider that the attitude of this western packer is significant, as he may have oversold.

The Japs are said to be in the market for large quantities of salmon. This puts the already firm market in a firmer position.

The deliveries of California canned fruits of the new pack are slower than usual. There is an immense shortage in the pack of lemon cling peaches and the announcement is now made that there is absolutely no pack whatever of white heath peaches.—*Interstate Grocer.*

MONTREAL, CAN.

The advance made in certain new pack canned goods has held firmly and large trading has taken place. Corn and tomatoes are still scarce and the demand is sharp and brisk. Salmon maintains its strong position and buyers are watching the market with the same nervousness as a month ago, feeling, however, that the tendency to advance has not been realized to such an extent as was expected. The unfavorable reports from the French sardine fisheries have continued to come in and appear more disastrous than ever as October nears the close. Nearly all the good fish are finished when this month ceases. It would be well to prepare for abnormal prices in sardines in the near future. In canned fruits there are likely to be shortages in some varieties and prices have stiffened considerably.

The corn and tomato packs are practically over, the former being about 75 per cent of its volume, while the latter is estimated at 55 per cent. Owing to the scarcity opening prices of tomatoes have been advanced from $1.15 to $1.20 and $1.25, and corn from $1.10 to $1.15 and $1.20. As compared with even dates last year, the shortage is greater. It transpires that both these articles were pretty well sold out at opening prices. For the little that is left, however, high prices are expected to prevail. The season of congestion with the canners is now over, and supplies are now coming more readily.

TORONTO, CAN.

A fair trade is reported in canned fruits, particularly strawberries, peaches and plums. Apples, standard 3s, are quoted this week from 5 to 10c. lower than last week. Standard gallon apples are also cheaper. The situation in salmon remains firm. "Clover Leaf" brand sockeye 1-lb. talls, have advanced 7½c.—*Canadian Grocer.*

LONDON, ENGLAND.

Salmon has been a quiet market this week, but prices on the spot both for Fraser River and Alaska are firm.

Lobsters go off steadily at high prices. The *Damara* has brought 1,650 cases to Liverpool.

Sardines.—There is a fair average business passing for the time of the year, and prices remain unchanged, although packers are asking higher rates. Reports of the fishing on all the coasts do not indicate any improvement. Amongst recent arrivals are the *Calderon* with 983 cases, and the *Narbonne* to Liverpool with 2,191 cases.

Meats continue to meet with a good demand, and prices are very firm.

Fruits are without change, whilst pines go off moderately at full rates.

LIVERPOOL, ENGLAND.

The market for canned goods during this last week has been rather quiet, but prices for salmon are well maintained. There is an especial enquiry for best halves and best 1-lb. flats. The latter package seems to be in exceedingly small compass.

Lobsters.—Rather quiet at drooping prices.

Fruits steady.

Tomatoes.—There is more business passing in these.

Rabbits continue very good, and a low level of prices has induced a considerable demand.

Meats strong.—*Grocers Gazette.*

Mutton Canning in Russia.

News has been received from Russia that the war has stimulated the establishment of a mutton canning enterprise in that country. The immense armies of the Czar in far-off Manchuria must have meat. The live meat supply was long ago exhausted and imports by water from America were practically shut off by Japanese supremacy of the seas. Russia had to look to herself for the supply in a great measure, and this mutton canning project is said to have been one of the attempts to solve the problem.

It is reported that Brand Bros. are erecting a canned mutton factory in the Kokehetav district, Province of Akmolinsk, at a cost of 500,000 roubles. Besides canning sheep meat, the blood, fat, skin, bones, etc., will be handled in by-product factories, and the works will have its own can factory. It is expected to have the plant in operation this month, and a contract for 200,000 pounds of tinued meats for the Russian army will be the first output.

PACKERS' CANS.

Greenwood, Ind., Jan., 1st, 1904.

Wheeling Can Company, Wheeling, W. Va.

Dear Sirs:—With reference to the six and one-half million cans purchased of you this last season will say that the cans have given entire satisfaction in every respect. We have no claims at all on three pounds and out of 250,000 two-pound tomato cans we have just 127 leaks, which is certainly a very good record. With the exception of the first few car loads of two-pounds turned out by your factory the rest of our two-pounds were first class. We consider this record for the first year's operation of your plant very fine indeed.

Yours truly,
J. T. POLK COMPANY.

Circleville, Ohio, Dec., 18th, 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—In reply to yours of the 16th inst., with reference to our experience with your cans during the season of 1903, we beg to state that we were entirely satisfied with them in every respect. Your cans work nicely, were neat in appearance, and deliveries were prompt and careful. Wishing you a happy and prosperous New Year, we are,

Yours respectfully,
THE SCIOTO CANNING CO.
S. P. Deeds, Secretary.

Eureka, Ill., Dec., 1903.

The Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Answering your valued favor of the 16th inst., we take pleasure in stating that we have used a little over a million of your 2-lb. cans the past season and consider them fully as satisfactory as any we have ever used. We also used a car or two of 3-lb., and they gave the same uniform satisfaction. Your treatment was most attentive and we are well satisfied with the season's business. Wishing you continued success, we remain.

Yours very truly,
DICKINSON & CO.

Toledo, Ohio, Dec., 28th 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—We had the pleasure of purchasing our 3-lb cans from you last season. We say pleasure, for the reason that it is a pleasure to be able to purchase cans that are strictly first class and entirely satisfactory nowadays when so many manufacturers are putting out inferior cans. We wish to assure you we will not close for next season until we receive quotations from you.

Very truly yours,
THE INTERNATIONAL CANNING CO.

WRITE FOR PRICES BEFORE BUYING.

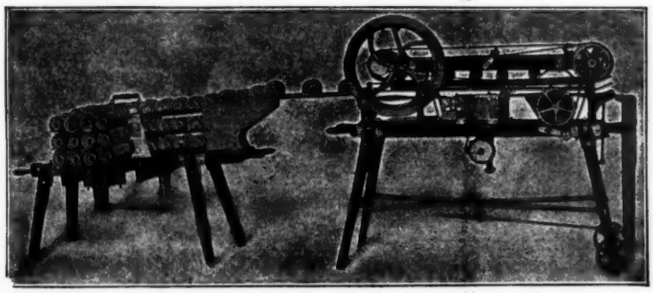
Wheeling Can Company,

OLIVER J. JOHNSON, Manager.

Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING - - - WEST VIRGINIA.

The Knapp Labeler and Boxer



Do Not Disappoint.

Lots in that brother! We are constantly selling machines where other devices have not proven satisfactory. We lease where customers prefer.

Have you thought much about having your labeling done neatly, quickly and at the lowest possible cost? It's the only way. Write us now.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

GUARANTEED ACCURACY

is one advantage of this Thermometer.

Let us tell you the others.

Our Catalogue No. 5, which shows many styles especially adapted to the Canning Industry, is free for the asking.

HOHMANN & MAURER MFG. CO.

ROCHESTER, N. Y.

NEW YORK. LONDON, ENG. CHICAGO.

GEO. W. ZASTROW,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., BALTIMORE, MD.

IMPROVED STEEL PROCESS KETTLE.

Manufactured to hold 800, 1,000 and 1,200 2-lb. cans. Conceded to be the best; hundreds in use. Double thermometer pocket riveted to each kettle. Constructed so as to use either water, dry steam, or open bath process.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

BAKED BEANS WITH PORK.

SELECT and clean pea beans of recent growth, place two bushels in a fifty gal. bbl. and nearly fill with a solution of 2 lbs. salt in 12½ gals. water, soak 12 hours, then drain off surplus liquid.

Old beans will require a soak of 18 to 24 hours, and usually an increase in process time.

If the cost of the finished product will allow, place one bushel of beans in a 50 gal. bbl., nearly fill with the brine and soak 4 to 8 hours, then drain off and replace with fresh brine and soak 4 to 8 hours; draw off this brine and cover beans with fresh water, soak 4 hours and drain. This removes much of the rank flavor and improves the finished goods. Slice salt pork (bellies) thinly and place in bottom of cans; ¼ oz. in 1 lb. cans, ⅜ oz. in 2 lb. cans, ½ oz. in 3 lb. cans; then fill cans ⅞ full of the soaked beans and hot dip in—

2½ lbs. salt,
3 lbs. sugar,
½ lb. ground white pepper,
½ pint caramel (burnt sugar coloring),
12½ gals. water.

Cap, tin and process at 240 degrees, 1 lb. cans 2 hours, 2 lb. cans 2½hours, 3 lb. cans 3 hours. With Chloride Calcium bath (234 degrees), allow ½ hour more. With open bath (212 degrees), allow double the time.

If a thick sauce is desired, thicken with 2½ to 3½ lbs. Corn Starch.

BAKED BEANS WITH PORK AND TOMATO SAUCE.

Soak the beans as before directed; after draining off the surplus liquid, add to each 100 gals. of the soaked beans 10 gals. of the following sauce:—

30 gals. tomato pulp,
10 gals. water,
20 lbs. sugar,
6 lbs. salt,
10 oz. ground yellow mustard,
12 oz. ground white pepper,
1 lb. powdered Tartaric acid,
½ pint catsup coloring,
½ pint caramel.
2 oz. ground Saigon cinnamon,

Any grade of tomato pulp as prepared for making catsup may be used, but canned stock made by boiling down entire tomatoes is preferable.

Place the pulp and water in kettle, bring to a boil and dissolve the sugar and salt, then add the other ingredients and mix.

After placing the pork in cans, fill seven-eights full of the mixed beans and sauce. If, after processing, it is found that the sauce does not properly adhere to the beans, thicken the sauce with 2 to 5 lbs. of corn starch.

BAKED BEANS WITH PORK AND TOMATO SAUCE—FANCY GRADE.

Soak the beans in salted and freshen with several changes of pure water. Substitute concentrated tomato juice for the tomato pulp and water in the sauce.

BAKED BEANS WITH PORK AND TOMATO SAUCE—EXTRA FANCY GRADE.

Soak and freshen the beans, drain off water, place in jacketed kettle and cover with cold water, bring to a boil, then reduce to a gentle simmer and cook until the skin will crack by blowing on them when held in the hand. Drain off the water, reserving a portion of it for use; place the beans in iron pots of 2 gals. capacity and provided with tightly fitting covers; add one pound of butter and enough of the water in which the beans were cooked to just cover the beans; place cover on pot and bake 2 hours in a suitable oven. Remove beans from the pots and mix with a fair proportion of the following sauce:—

10 gals. canned pulp from entire tomatoes,
10 gals. concentrated tomato juice,
15 lbs. sugar,
4 lbs. salt,
8 oz. ground white pepper,
1 oz. ground Saigon cinnamon,
4 oz. Worcestershire sauce (L. & P.)

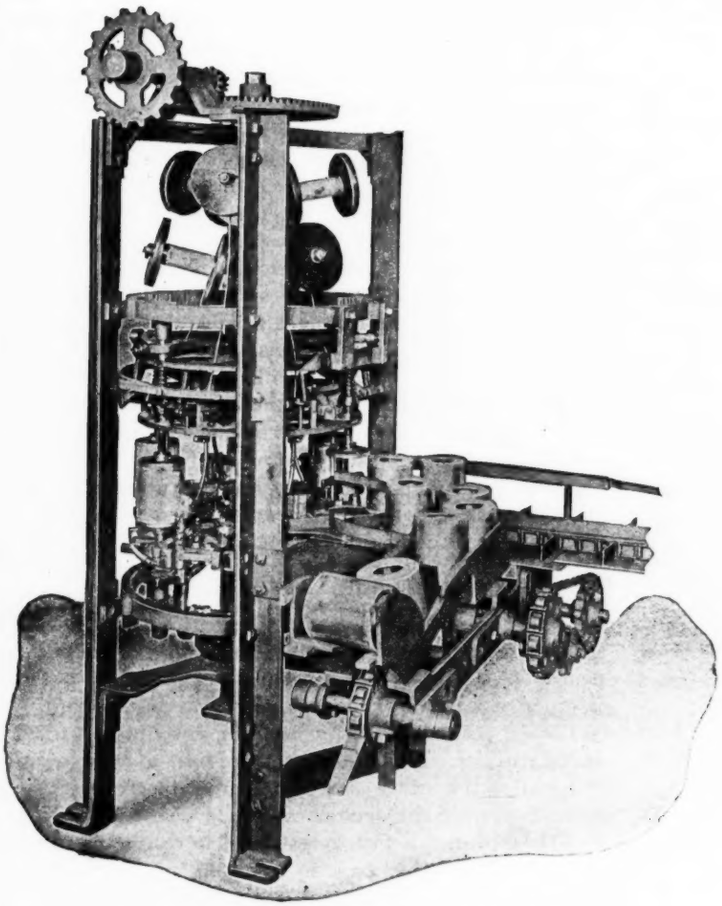
Use catsup coloring in sufficient quantity, at your option. In the meantime, prepare the pork by covering with cold water in a kettle, bring to a boil and cook slowly 2 hours. Strain and clarify the grease which separates in cooking the pork. It may be used in enriching bean soup, or the poorer grades of baked beans. Cut pork in suitable slices, place in cans and fill nearly full with the prepared beans. Cap, tip and process, at 240 degrees, 1 lb. cans 30 minutes, 2 lb. cans 45 minutes, 3 lb. cans 60 minutes; at 234 degrees, 1 lb. cans 35 minutes, 2 lb. cans 50 minutes, 3 lb. cans 65 minutes; at 212 degrees, 1 lb. cans 60 minutes; 2 lb. cans 90 minutes, 3 lb. cans 120 minutes.

BAKED BEANS IN INDIVIDUAL POTS.

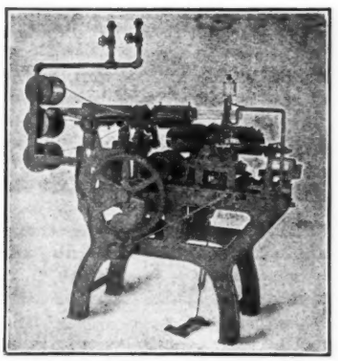
Soak the beans as directed for plain pork and beans; drain off the salt water, and cover with cold water, add the desired amount of salt pork cut in chunks of one pound or less; bring to a boil, then simmer until beans are thoroughly cooked and soft; remove the pork and cut in small thin slices; drain the water from the beans, reserving a portion, which thicken with corn starch, or with beans from which the skin has been removed by rubbing through a sieve; to each gallon of this thickened water add one pound of salt, 2 oz. ground white pepper. Mix sufficient of this sauce with the cooked beans to make a mass of the desired consistency; fill the pots half full, then add a slice of pork and finish filling the pots with beans. Moisten the surface slightly with a solution of 1 lb. sugar in 2 pints of water, then brown top by passing through a gas oven arranged with overhead burners.

The above formula is used only for restaurant service or such immediate uses, and even then a certain amount of preservative is used in the preparation, so as to insure a longer keeping period, and of course the formula is subject to such variations as may be desired, with or without pork, or corned beef, with tomato sauce, etc.

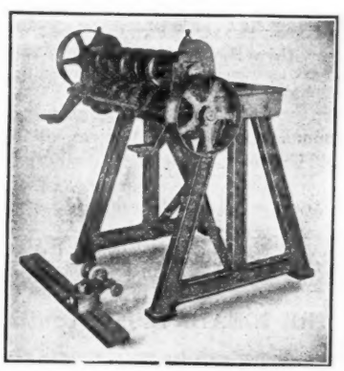
Automatic Can Making Machinery.



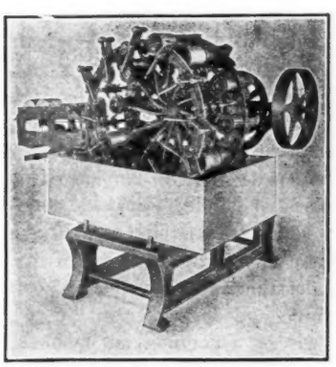
AUTOMATIC CAN FLOATER.



AUTOMATIC SEAMING MACHINE.



BODY SLITTER.



AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.
Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$3.00

ADVERTISING RATES.—According to space and location.
Make all Drafts or Money Orders payable to THE TRADE CO.
Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged 20c. per line each insertion.

All subscriptions not ordered discontinued are considered to be renewed, and bills will be sent for same.

Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, NOVEMBER 4, 1904.

THE TOMATO TRUST—Continued.

We gave in last week's editorial a consideration of the proposition to establish what might be called a trust with $10,000,000 or $15,000,000 to direct or govern the upput of canned tomatoes, so as to prevent an overpack from destroying values.

In considering this we gave a good deal of important inside history of an effort that was made many years ago to accomplish this result, and we gave this historical review to show the difficulties that lay in the way of the plan. Our purpose in this was to give evidence that some of the difficulties still exist, although the field has widened; that no amount of money will suffice to protect the values of canned tomatoes, unless the movement is based upon a solid, commercial method that will act for the entire control not only of the pack but of the packers.

One consideration must always be kept in view, *viz.*, that the average canned goods packer in the country section of the United States is not a commercial business man, as he is too childlishly practical in taking care of his own interests as he sees them, and it will probably take many generations before he will be educated out of this ignorance. Another thing must be remembered and that is that the ability to produce canned tomatoes is almost unlimited, because unlike fruits and perennial products, the amount of tomatoes that can be raised in a year is governed only by the acreage, as they are an annual product and not a perennial. The multiplication of tomato canning factories depends entirely upon the ability to find a market for the goods.

We wish it to be remembered always that we are considering this in the light of a proposition backed by $10,000,000 or $15,000,000.

The question, therefore, of preventing an overpack of tomatoes, which naturally destroys all values as far as profits are concerned, resolves itself into this one consideration: "Whatever is done towards protecting the tomato packer from himself, must take as a figure of value, the very lowest cost at which canned tomatoes can be put up." Any fraction of a penny above this cost will naturally result in an increase of factories, a waste of the capital subscribed to take up the overpack in any season and a fattening of the "bear" interests in the canned goods market.

It will, therefore, be seen that no business men nor banks would put up their money to be sacrificed in this way; but there must be a purpose-compensating plan, which will always save the investor and the packer from losing their money while sustaining values. Whilst we believe this will come in the course of time, it is going to require the best and wisest consideration to put such a plan into a practical state.

When we look back during the past twenty-five years the evolution of the great tomato packing business is full of schemes that were mere wrecks in the line of the growth of this business. The Northern Harford Red Seal Association was one of the most noticeable of these. Never was an Association better officered, better based on what appeared to be a solid foundation. Yet it went to pieces in utter wreck, and it destroyed the faith of all packers who had any interest in it. It is possible that Mr. H. P. Strasbaugh's proposition might eventually become a fact; but there is an immense amount of work to do before it is undertaken.

In the first place the actual consumptive ability of the market, as compared with the productive ability at the present time would be the starting point. Let us say for instance it is clearly understood that the United States can annually consume 10,000,000 cases of No. 3 standard tomatoes. Then the line of latitude which can most cheaply produce canned tomatoes must be considered in all its views. The question of the price of cans has happily been settled during the past ten or fifteen years; it is, therefore, possible for a board of expert packers to sit down and positively figure out what is the net actual first cost in the cannery of a case of No. 3 standard tomatoes, or a thousand cases, or of a hundred thousand cases, figuring to learn what is the lowest possible cost at which tomatoes can be packed in a marketable way. From this they would have to figure what is the real cost of the article as it comes from the field; this would naturally involve the question of the first cost in the field.

Then when this first lowest possible cost in the cannery is arrived at, that would have to form the basis of the price that would be the highest figure that this governing trust could afford to pay for tomatoes at any time, for the following reasons:

If there is so much as ½ of one cent profit per dozen in packing tomatoes, the governing trust and its money become the object of attack by all speculative jobbers and packers, and the only protection in a case of this kind should be that the packer will be the loser when he sells below cost. Therefore, let us suppose that next year, because the market is in a whosesome state, that the growers of tomatoes should be greatly enthused, tomato canneries should multiply all over the land, and that the acreage and pack would be doubled. In view of the fact that there was a governing and protecting trust, the packer would naturally say well I can't lose anything anyhow, because the trust will take care of all the extra pack. We will presume the packers doubled the pack and made it twenty million cases, with a consumptive demand for only half the amount. If the trust were managed by the proper kind of a man, with the requisite nerve and judgment, he would naturally figure to take possession of these surplus goods; but to buy them, to store them, and pay interest on the investment would require that he buy them at considerably below first cost in the cannery, and moreover he would have to get them at such a figure that after paying these costs the trust could go into the market the following year in competition with any and all packers and prove to them that it controlled the market by underselling their prices. But this trust, no matter how well heeled, would be of no value whatever unless it could dominate the market and take possession of it for its carry-over in the year following the surplus. This is the only way in which any power can govern and control the tomato pack. It is perfectly right such a thing should be done, because neither Government laws nor anything else have a right to compel a producer to destroy himself for the benefit of the public.

Naturally then this can only be done by making compensation or balancing circumstances in the canned goods industry; and to do this would require first of all that the tomato packers shall be individually component parts of this trust, that the trust itself shall only take control of the surplus, and that this surplus may be known in advance of its creation, by understanding clearly what is the relative proportion of output that each cannery is at liberty to supply. Not that any factory would be restricted in the amount that it was allowed to pack, but that it should be understood that no firm nor factory in the tomato canning business should be allowed to call upon the trust for protection for the value of any goods except his surplus above his normal annual pack. And this in turn would have to be decided year by year. Then the trust could calculate how much it would have to carry over at the end of a season; would use the best commercial means of extending its market, and it would develop that there was wisdom in shipping to Europe full cargoes of canned tomatoes to be sold for whatever could be gotten for them, as missionary tomatoes. The whole market as to supply and values would have to be positively under the control of the directory of the trust and the one object would be to make the consumers pay a small but reasonable profit upon the entire output.

When packers found that they lost from 5c. to 20c. per dozen on every dozen of canned tomatoes they put up over their normal pack, they would soon reduce their operations to that normal figure; and the business would became self-adjusting and values would be thus naturally maintained.

We have studied and stated this question thus clearly because we are certain that sooner or later an extraordinary pack of tomatoes will occur; and it is easily figured out that an over-pack of 1,000,000 cases above a required need even of 10,000,000 cases will destroy the cost value of the whole ten million cases, and therefore sooner of later this matter of controlling such a variable output will become a primal necessity.

In this light the proposition to organize a tomato controling trust of $1,000,000 of "brass," or of $10,000,000 cash will have to be considered, for either one or the other will be a miserable failure unless wisdom is learned from past experience and the proposition is put upon a solid commercial basis.

The Making of Thermometers.

The use of thermometers and thermo steam gauges has assumed such proportions, we think a few words on thermometers in general and the methods of manufacture will be of interest.

The first attempt at indicating to the eye differences of temperature seems to have been by the contrivance variously ascribed to Drebbel of Holland and Sanctorius of Italy, about the beginning of the Seventeenth Century.

This contrivance was most crude and inaccurate, consisting of a glass tube and bulb, the open end of the tube being immersed into a cup of colored liquid (the air in the bulb having first been partly expelled). The colored liquid would then rise to different heights according as the air remaining in the bulb was more or less expanded by the heat.

From this early start the present day thermometer has come to be used in almost every branch of industrial enterprise, from the cooking of food to the baking of briquettes from Edison's magnetically separated iron dust, the tempering of the tools and the tinning of the sheets finally evolved from the melting of the briquettes and the Lake Superior iron ores.

The glass tubing from which thermometers are made must be of the finest quality. From a crucible containing the molten glass, an amount about the size of a peach pit is taken up on the end of a blow-pipe, deftly twirled, blown the while to about 2½ inches in diameter, and elliptical in form.

By dipping in the crucible, more glass is gathered and the blowing continues. It is then passed to an expert workman, who gathers more glass and rolls it on a kneading board of iron. He works with extreme rapidity, maintains the symmetry of the ball, and keeps it at white heat. At this stage, another workman attaches his blow-pipe to the bottom of the mass, and both blowing, move away from each other, drawing the mass into the form of a bulb of the required size. These drawings frequently exceed three hundred feet in length. The glass cools quickly, is cut into even lengths, and tempered and straightened in the annealing ovens. At the completion of this process the lengths so cut are known as "canes," and are sealed at both ends with wax to prevent the gathering of any moisture in the bore.

The first step in the manufacture of thermometers is the selection of the glass for outside diameter, and then determining by means of a powerful magnifying glass the size of the bore. Upon the latter depends the size of the bulb for the range of scale desired. The capacity of the

Why Not Use

A Burt Labeling Machine?

Scores of packers discarded hand work long ago--if there was nothing better they would not have done so.

If the Burt Labeler did not do faster, better and much cheaper work, why are several hundred used?

It seems like unusually poor judgment to defer the installation of such a wonderful time-saver, when so many other packers use and heartily endorse them.

The Burt Labeling Machine is practically perfect; for durability, simplicity, easy running and capacity, it cannot be equalled--guaranteed. No wrinkled, puckered and discolored labels result from its use, something no other method can prevent. An abundance of proof to convince you that it is far superior to any other method.

If you are interested in saving money, write the makers of this wonderful machine,

BURT MACHINE COMPANY,

BALTIMORE.

bulb to the capacity of the bore is in a ratio of about 1000 to 1. The bore of some thermometer tubes is so small that it is impossible to insert a human hair therein.

Cutting his tube the proper length the glass blower unites to it a piece of special glass to form the bulb. This is then heated into the flame until it becomes semi-molten. The blower then forces air through the bore, expanding the bulb glass until it is of a size to make, in connection with the bore, the desired range of scale.

Immediately the bulb is blown, the open end of the tube is immersed in a vessel of mercury, when the mercury rises through the bore and partially fills the bulb. The bulb is then heated again and the operation repated until the bulb and stem are completely filled.

The bulb is now placed in a vessel of mercury heated to a few degrees above the greatest temperature which the thermometer is intended to measure, and when the mercury ceases to overflow the open end, the tube is sealed in the flame.

When thermometers are to be attached to apparatus and continusuoly subjected to high temperature, the space above the mercury column is often filled with compressible gas, which in a properly constructed thermometer makes a great improvement.

If the thermometer is to be encased, as in a process kettle thermometer, the tube is inserted in its case and tested out under conditions exactly like those under which the instrument is to be used.

The tube in this testing is marked at several test points in comparison with standard thermometers, and if a low temperature thermometer the 32° point is obtained by immersing in melting ice, another natural point being boiling water, this being scientifically fixed at 212° F. at a barometric pressure of 29.92".

The tube is then laid on the metal plate constituting the scale, and from the test points the scale is graduated on the graduating engine.

The scale then goes through various finishing processes, when the tube is attached to it in connection with the case in which it is to be used.

It then remains to retest to ascertain the accuracy of the finished thermometer and to supply a certificate showing the results of the final comparison with instruments of precision.

The great development of the canning industry demands constant improvements in methods, and these in turn call for perfected devices among which thermometers are of first importance, since processing is entirely dependent on the correct measuring of temperature.

Kettle thermometers as heretofore used have been justly criticised on account of the difficulty in observing the indications. The inclining thermometer secures correct processing, as it is possible to see at a glance when standing before it the exact temperature in the kettle.

The reclining thermometer pocket can be put in the right spot without being in the way.

Steam circulation in the kettle must be perfect, and the thermometer bulb exposed to it.

The reclining thermometer in its pocket is there all the time, and when steam escapes from the pet cock the exact heat of the inside of the retort is shown.

THE PERFECTED THERMO STEAM GAUGE AND POCKET FOR PROCESS KETTLES.

It looks up to you, as you look down to it.

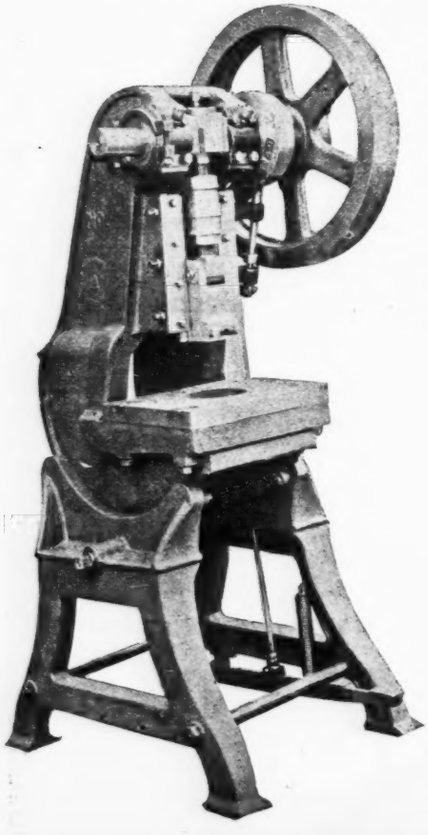
To attach this instrument all that is necessary to do is to cut a round hole of sufficient size to permit the steel spud to which the pocket screws to snugly pass through from the inside of the process kettle. This hole should be cut in the most convenient portion of the kettle consistent with other conditions to permit the thermometer to be observed easily. When securing pocket to kettle it is only necessary to hold steel spud from turning until the pocket on the outside is tightly screwed up, and if then not in proper position it may be turned around sufficiently. Note that a taper seat is provided in the pocket to receive the bearing on the thermometer shank making a joint similar to a valve seat, and care should be taken that the surfaces of this are clean when the union is tightened up. The thermometer has a non-separating mercury column; in other words, the mercury is under pressure and will not scatter or separate unless violently shaken, and some care should be taken to guard against this, as for instance when cold water is in the kettle and steam turned suddenly on.

E. L. PHILLIPS DEAD.

Wealthy Manufacturer of Kent Succumbs to Heart Trouble.

KENT, O., October 27.—E. L. Phillips, at the head of the Phillips Canning Company, of Kent, died suddenly at his home here this forenoon from heart trouble. He had been ill only a few hours. Mr. Phillips was aged thirty-eight years and came here from Baltimore, Md., three years ago, establishing the canning business here. Two years ago he married Mrs. H. L. Zweidinger, a wealthy Pittsburg woman, who servives him.

INCLINE POWER PRESS



For cutting out Ends for Fruit Cans and other similar work.

ALSO MANUFACTURERS OF

Automatic Can Plants,

Lockers, Headers, Crimpers,

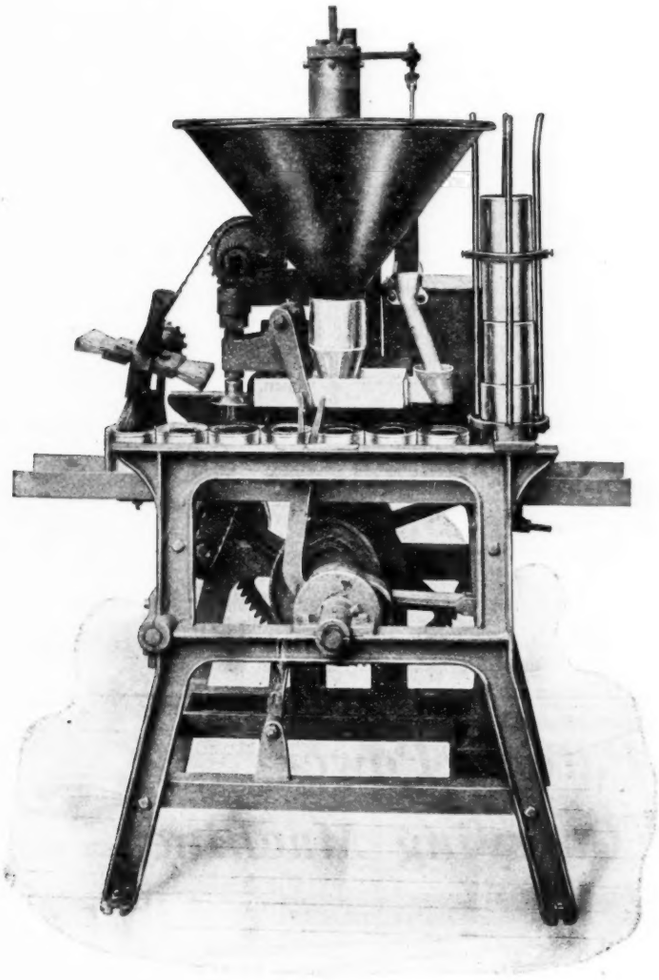
Floaters, Testers, Etc.

STEVENSON & CO.

601--607 S. Caroline Street,

BALTIMORE, MD.

Tomato Machinery.



Improved Jersey Queen Tomato Filler.

Makes Great Improvement and Saving in Packing Tomatoes. Does not Mash the Fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

Canning Items.

New Firms, Changes, Incorporations, Fires, Improvements, Items of Interest.

COLORADO.

New Castle, Colo.—New Castle is to have a canning factory and a distillery combined. The capitalization is $50,000 and the backers of the new enterprise are local capitalists. C. A. Hahn of this city is president of the company. It is the intention to can all of the fruit and vegetables grown in and around New Castle and the Grand Valley, and to distill brandy from the peach orchards of this section of the country. The announcement of the incorporation of the company at Denver is as follows:

The Garfield County Canning Company, $50,000; C. A. Hahn, C. W. Smith, W. G. Lockard and others; New Castle.

INDIANA.

Muncie, Ind.—A number of Muncie people are attempting to secure the location of a large canning factory. James Johnson, of Shelbyville, is at the head of the company. The Muncie men have assured him of 3,000 acres of corn each year. The same proposition has been offered him in Madison county and a meeting of farmers was held in Anderson to complete arrangements.

Tipton, Ind.—Robert DeVault has filed suit for $2,000 damages against the Tipton Canning Company and the Snider Preserve Company, alleging pollution of Cicero creek, which flows through his farm.

MAINE.

Eastport, Me.—Stimson & Harrington organized at Eastport for the purpose of packing sardines, with $10,000 capital stock, of which nothing is paid in. The officers are President J. N.. Stimson, of Eastport; Treasurer E. A. Harrington of Eastport.

W. S. Wells of North Anson, Me., has completed his canning operation. He put up 75,000 cans of corn, 400 cases of string beans, 500 cases of dandelion greens and quite a large amount of rhubarb and spinach.

Eastport, Me.—The packers have voluntarily advanced the price of sardine herrings from $2 to $3 a hogshead and this latter price will rule until further notice. The advance was made in consideration of the hardships encountered during the cold weather by the men who handle the fish and the increase in price is greatly appreciated by the fishermen. The market price of sardines is unchanged.

MICHIGAN.

Grand Rapids, Mich.—The Traverse City canning factory can show over 390,000 cans of corn as a result of its run on that vegetable, which amounts to 750 tons. The cold weather of the early summer and the early frosts this fall combined to cut down the crop about 40 per cent.

Rockford, Mich.—The directors of the Rockford Canning Company have petitioned the circuit court to dissolve the concern. It is claimed that the credit of the company is gone, and that its indebtedness amounts to $7,416, which is covered by a note given to the Rockford bank.

NEW YORK.

Syracuse, N. Y.—Jacob H. Ten Eyck Burr, of Cazenovia, banker and manager of the canning company and electric light plant in the village, has filed a petition in voluntary bankruptcy. The liabilities, all unsecured, are given as $158,696.86. Henry Burden, second, of Cazenovia, is a creditor in the sum of $154,579.16.

OHIO.

Morral, Ohio.—The Morral Canning Company, of Marion county, $12,000, was incorporated by E. Browne, Samuel E. Morral, John Washburn, W. S. Lipton and Rosa Lipton.

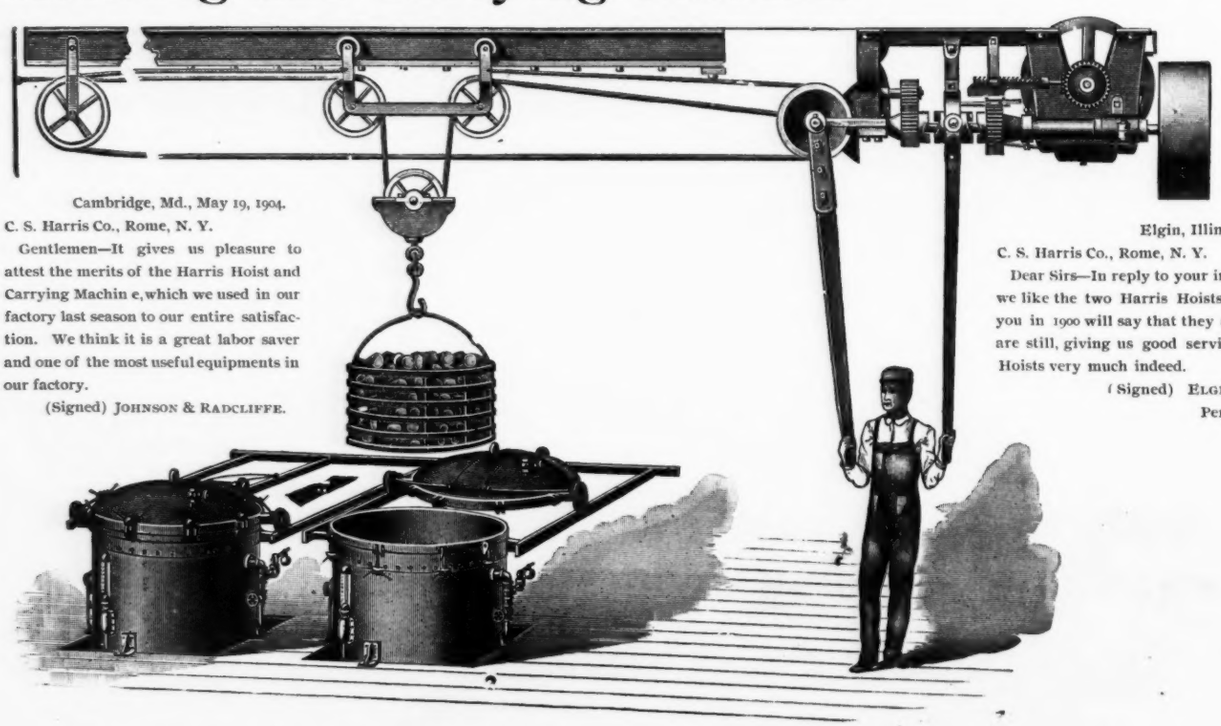
PENNSYLVANIA.

Reading, Pa.—The cannery at this place has closed up the season's pack. The last pack was apples, of which several hundred cases were put up. All the first grade sweet corn has already been disposed of.

TENNESSEE.

Springfield, Tenn.—At Cedar Hill, seven miles west of this city, on the Henderson division of the Louisville & Nashville Railroad, a canning factory has been organized, with a capital stock of $7,500. It will be in operation in time for next year's vegetable crop, and will employ about 100 hands.

The Harris Patent Power Hoisting and Carrying Machine



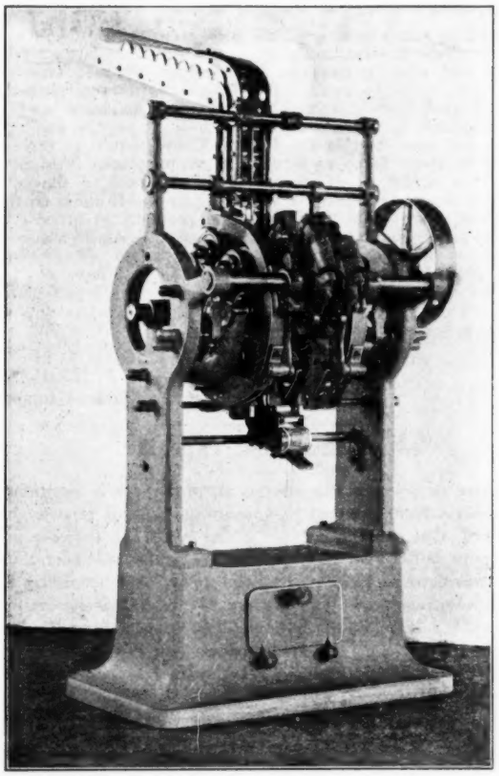
Cambridge, Md., May 19, 1904.
C. S. Harris Co., Rome, N. Y.
Gentlemen—It gives us pleasure to attest the merits of the Harris Hoist and Carrying Machin e, which we used in our factory last season to our entire satisfaction. We think it is a great labor saver and one of the most useful equipments in our factory.
(Signed) JOHNSON & RADCLIFFE.

Elgin, Illinois, May 7, 1904.
C. S. Harris Co., Rome, N. Y.
Dear Sirs—In reply to your inquiry as to how we like the two Harris Hoists purchased from you in 1900 will say that they always have, and are still, giving us good service. We like the Hoists very much indeed.
(Signed) ELGIN PACKING CO.
Per H. D. Barnes.

C. S. HARRIS COMPANY, - ROME, N. Y.

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

STRICKER'S PASTE
"It Sticks For Keeps"
517-19-21 S. HOWARD ST. BALTIMORE.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

WANTED.

To purchase a modern up-to-date TOMATO-CANNING PLANT, located in Indiana or Illinois, or a complete outfit of MACHINERY FOR PACKING TOMATOES. Address with full particulars and lowest cash price, C. C. B., care of THE TRADE.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

GEO. E. LOCKWOOD,
308 CHESTNUT STREET,
Philadelphia, Pa.

A New Can Company.

The recent rumors regarding the foundation of a large independent Can Company seem to have been well founded, as among the recent New Jersey incorporations appears this announcement:

The Continental Can Company, Jersey City; capital, $500,000. Incorporators—F. P. Assman, T. G. Cranwell, B. H. Lasher, J. C. Taliaferro, A. W .Norton.

This was published in the New York *Times* of October 29th, as taken from the Court Records at Jersey City. It is in this way a confirmation of the reports. The incorporators above named are well known to all canned goods parties. **Mr. Cranwell was vice-prest. of the American Can** company, and as sales agent of the Packers' Cans Department, from which he but recently resigned, he made a host of friends among canned goods packers. His pushy, energetic, congenial manners have been the cause of his rapid rise in the esteem of the industry, so that to-day he commands a wide circle of friends wherever canned goods are put up.

Mr. B. H. Lasher we are not so well acquainted with; but both **Mr. Taliaferro, and the Nortons, the father and uncles of the above named gentleman, are well known to the industry. In this company are thus represented, as we understand it, two of the younger generation, Mr. F. P. Assman, son of the former president of the American Can Co.—Mr. F. A. Assman—and Mr. A. W. Norton.**

Thus the Continental Can Co. seems to hold a handful of winning cards, and their success would seem assured.

Blue Grass Canning Co. Statement.

We are in receipt of the following letter, showing the standing of the above company, which recently went into the hands of a receiver:

Owensboro, Ky., Oct. 26, 1904.

Gentlemen:—

It gives me much pleasure to inform you that after having taken a complete inventory of the plant of the Blue Grass Canning Co., I am able to report to you that the assets are $101,546.87, the liabilities are $69,067.19, showing an excess of assets over liabilities amounting to $32,479.68. This, as you see, is a very favorable condition of affairs and I believe that in my capacity as receiver for the company, that if the creditors will agree by unanimous consent, to allow me to go ahead and work up the material on hand, continue to pack goods, that every account will be paid dollar for dollar. It will, of course, take some time to do this. The creditors must be content to await the working out.

This company, according to the books and statements, indicates that it has been a profitable business but they have sustained unexpected losses and were unable to meet their obligations which were sued upon in the courts and on which judgments were obtained.

The first statement made you concerning assets and liabilities was an estimate of immediately convertable commercial assets and of approximate liabilities. After having gone through matters in detail, the above condition of affairs have been ascertained. I am desirous of having a meeting of all the creditors as ooon as possible or to have them appoint a committee to come to Owensboro with instructions to allow the company to continue in the hands of a receiver after an examination of conditions and after a complete investigation of the statement which has been filed with the court. I want all creditors to make a careful investigation and satisfy themselves that the statement and inventory filed is based upon a fair valuation.

There has been filed in the Federal Court a suit by three creditors amounting to about $1700 to throw the company into involuntary bankruptcy. This would be disastrous in the extreme to the interests of the creditors as it would mean a selling under the hammer of the factory property and manufactured products, the products in process of manufacture and all supplies, and as you know, a forced sale to a manufacturing concern never brings anything like its value as an operating plant.

Please let me hear from you at once and if I have not been sufficiently clear, I will be pleased to supplement this letter with a more detailed account.

Awaiting your favorable action, I am,

Very truly yours,

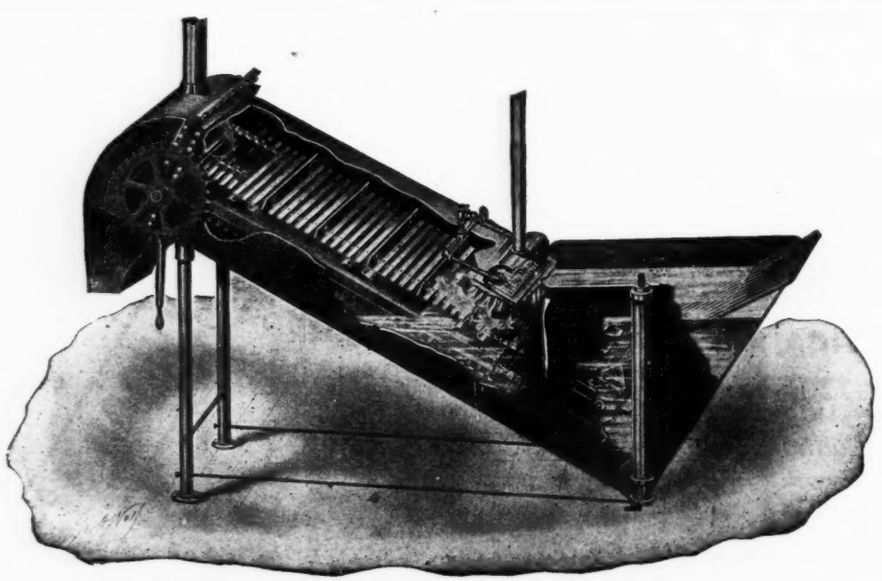
L. A. HARRIS,
Receiver for the Blue Grass Canning Co.

Parchment Paper.

A matter of considerable interest to preservers is mentioned in the Consul Reports from Germany. A chemical journal reports that it has been proved that parchment paper causes mold. In the case in question perfectly pure butter had been packed in parchment paper and after a time was found to be moldy. The reason for this, according to Doctor Kreuger, of Darmstadt, is that in place of coating parchment paper with glycerin, as has formerly been done, the manufacturers, owing to the high price of glycerin, now coat the paper with raw starch syrup, which accelerates the growth of mold.—Walter Schumann, Consul, Mainz, Germany, August 18, 1904.

(Note.—If the parchment paper be dipped in brandy before placing on top of jams, etc., it will prevent mold forming.—Ed.)

The Sinclair Scott Co. make the Cyclone Pulp Machine. * * *



Buy nothing but the latest improved and up-to-date machinery if you would keep abreast of the leading and successful Packers of the country.

The TRIUMPH Continuous Capper,

The TRIUMPH Tray Capper, **The TRIUMPH Platform Conveyor,**

The TRIUMPH Tomato Scalder, **The TRIUMPH Continuous Exhaust Box,**

And all other machinery of the latest and most improved pattern are furnished by

Remington Machine Company,

J. M. COLBERT, Sales Agent **WILMINGTON, DEL**

Consumers Can Company,

Baltimore, Md.

Reference:
National Bank of Commerce.

LOCK SEAM CANS OF THE BEST QUALITY.

We quote, subject to change,

No. 1 CANS,	*$9.50 per 1,000*
No. 2 S. H. CANS,	*12.50 per 1,000*
No. 3 L. H. CANS,	*16.50 per 1,000*
GALLONS,	*40.00 per 1,000*

SIGHT DRAFT AGAINST BILL LADING.
DELIVERED PRICE ON APPLICATION.

Send for Samples and Testimonials.

DO YOU KNOW YOUR OWN BUSINESS?

What a question! But do you know all about it—everything? If you do, you know what will absolutely prevent fermentation in Tomato Pulp and Tomato Ketchup. Do you use crude chemicals of any kind? If you do, there is still one thing you can learn that will save you money and that is that Preservaline is better—a thousand times better, a thousand times safer and absolutely sure. It is guaranteed. It contains no salicylic acid. It prevents spoiling. It keeps good goods good. Write us a card and ask about it. That will cost you a penny and a minute of time. The information is free. Write now—it's worth while.

THE PRESERVALINE MFG. CO.,

CHICAGO,
190 Michigan St.

NEW YORK,
41-43 Warren St.,

SAN FRANCISCO,
441-443 Third St.

AT THE THEATRES
Week of November 7, 1904.

FORD'S.

THE VIRGINIAN.

Matinee, Monday and Saturday.

CHASE'S

CARMEN. CARMEN. CARMEN.

Matinee, Tuesday, Thursday and Saturday.

MARYLAND.

B. F. KEITH'S

High-Class Vaudeville Attractions.

AUDITORIUM.

RUNNING FOR OFFICE.

Matinee, Monday, Wednesday and Saturday.

BLANEY'S.

THE CHILD WIFE.

Matinee, Monday, Wednesday, Friday and Saturday.

HOLLIDAY STREET.

NO WEDDING BELLS FOR HER.

Matinee, Monday, Wednesday and Saturday.

MONUMENTAL.

GAY MORNING GLORIES.

Matinee Daily.

FOR SALE.

A first-class Canning Factory, in good condition, located at Berrien Springs, Michigan; cost about $18,000; fruit plentiful. This factory will be sold at public auction at the above place on November 11, 1904.

Correspondence of prospective purchasers solicited by

WILLIAM H. ANDREWS,

Benton Harbor, Michigan.

WANTED—A CANNING FACTORY

Equipped to handle corn and tomatoes; one situated where the season is long, with cheap fuel and labor, and abundant crops. Address

INVESTOR, care of The Trade.

WANTED—CANS.

Standard No. 3, and No. 2½, 1⅜, or 2 inch opening. Write or wire lowest prices delivered.

L. A. HARRIS, RECEIVER.
BLUE GRASS CANNING CO.,
OWENSBORO, KY.

A CANNED GOODS PACKERS DIRECTORY

Is an advertising medium for canned goods packers. We are revising; have we your name, and the names of canners near you? Send them in with the articles packed.

THE TRADE.

Virginia Can Company,

MANUFACTURERS OF

Two and Three Pound Cans

FOR

FRUIT AND VEGETABLE PACKERS.

THE VIRGINIA CAN COMPANY is now enlarging its plant and putting in new lines of machinery for next season. It will be ready to begin deliveries soon after the new year. Special inducements are offered those who place their orders for early deliveries.

Correspondence invited.

VIRGINIA CAN COMPANY

Buchanan, Va.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.

	Cash.		Regular.	
Standard 2s	$		50	
" 3s			57½	70
" Gallons			1 65	1 90

BAKED BEANS.

Lunch 1s	$		31	42
" 2s			40	70
Tall 2s			40	70
" 3s			55	90

BEANS.

Green String 2s	$		50	75
" " 3s			75	90
" " Gallons			2 40	2 50
White Wax 2s			45	65
" " 3s			80	90
" " Gallons			2 25	2 60
Refugee 2s			80	
" Extras, 2s			1 25	1 60
Green Lima 2s			85	90
" " small 2s			1 10	1 25

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$		57½	
" Extra Fancy Preserved Strawberries			1 20	1 25
No. 1 Ex. Pres. Strawberries, oval cans			80	
" 2 Standard Raspberries			75	
" Ex. Pres. Red Raspberries			1 20	
" Standard Blackberries			95	
" 3 " "				
" 2 Extra Blackberries				
" " Fancy "			1 20	
" Standard Gooseberries			95	
" " Blueberries			65	

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$		95	1 00
" " Pres			1 10	1 15
Blueberries, 2s			67½	70
Strawberries, 2s			57½	60
" Preserved 1s			80	85
" " 2s			1 15	1 30
" Gallons			2 75	3 00
Gooseberries, 2s			90	95
Raspberries, Red 2s			75	80
" " " Preserved			1 20	1 30
" Black 2s			75	80
" " " Preserved			1 20	1 25

CHERRIES.

Red 2s	$		60	65
White 2s			1 00	1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$		67½	70
" Choice			75	80
" Dry Pack			75	90
" Shoe Peg			85	1 00
" Choice Standard County				
" Standard County				
" " Extra County				
" Fancy County				

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$		65	70
" New York or Maine Style			70	80
" Seconds, Soaked			55	60
" Standard			55	60

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$		55	60
" New York or Maine Style			67½	75
" Seconds				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$		60	
" " " Dry Packed			75	
" Ex. Sugar Corn, fine qual., dry pk'd.			85	

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$		60	65
" New York or Maine Style Dry Pack			75	85
" Seconds " " "				

CORN AND TOMATOES.

No. 2	$		65	
No. 3				

OKRA.

Standard 2s	$			70
" 3s				90

OKRA AND TOMATOES.

No. 2	$			65
No. 3				85

OYSTERS.

	Cash.		Regular.	
2s, 4 Ounce	$		85	
1s, 5 "			90	92½
1s, 8 "				
2s, 10 "				1 70
1s, Light Weight			50	
2s, Light Weight				
1s, Lunch Tins				
1s, 6 Ounce Selects				
2s, 12 " "				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$		1 10	
" 2 "				
5 oz. No. 1 Standards				87½
10 " "				1 65
5 oz. Standards, tall cans			90	
10 " " "			1 65	
4 oz. No. 1 Cove			82½	
8 " 2 "			1 50	
No. 1 Light Weights			50	
" 2 " "				

PEARS.

Bartlett 2s	$	75		
" 3s		1 00		
Extra Bartlett 2s				
" " 3s				

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$		1 45	1 60
" Seconds, "			1 10	1 15
" Pie Unpeeled			80	85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$		1 50	1 60
3-lb. " Selected " "			1 65	1 70
No. 3 Standard, Yellow			1 40	1 45
" Seconds, Yellow			1 10	1 15
" " White			1 05	1 10
2-lb. " Peaches			80	90
No. 2 Standard, Yellow			1 10	1 15
" " White			1 10	1 15
Gallons, Pie			2 75	3 00
3-lb. Pie			77½	80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$			1 10
" Extra Standard, Yellow			1 15	1 20
" Seconds, White			80	85
" " Yellow			85	90
No. 3 Standard, White			1 40	1 50
" " Yellow			1 45	1 50
" " Extra Yellow			1 65	1 75
" Off Standard, Yellow			1 30	1 40
" Seconds, White			1 10	1 15
" " Yellow			1 15	1 25
" In Syrup			1 35	1 40
" Pie, Unpeeled			85	90
No. 6 " "				
Gallons, Pie, Unpeeled			2 75	2 90
" " Peeled				

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$		80	
" " Peeled			1 00	
Gallon Pies, Unpeeled			2 65	
" " Peeled				
No. 2 Seconds, White			80	
" " Yellow			85	
No. 3 Seconds, White			1 05	
" " Yellow			1 10	
No. 2 Standards, White			95	
" " Yellow			1 00	
No. 3 Standards, White				
" " Yellow			1 45	
" Ex. Selected, Yellow		1 60	1 75	

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$		70	80
" " " Sifted			85	1 20
" " " 2ds, labeled Standard			55	60
" Soaks			40	45
" Seconds				
" Marrowfat, Full Standard			75	
" " White				
" " Soaks			40	45

M. MORFIT, Broker, Baltimore.

2 Early June Standard			75	85
2 " Sifted			1 00	1 20
2 " Extra Sifted			1 10	1 35
2 " Extra Fine Sifted			1 40	1 60
2 " Petit Pois			1 75	2 00
2 " Off Standard			70	75
2 " Off Sifted			85	95
2 " Off Extra Sifted			95	1 15
2 " Off Sifted Petit Pois			1 40	1 75
2 " Seconds			60	70
2 " " Sifted			80	85
2 " " Extra Sifted			90	1 10
2 Marrowfat			75	85
2 " Sifted			85	95
2 " Extra Sifted			1 10	1 50
2 " Seconds			60	75
2 Sweet Extra			90	1 00
2 Sweet Petit Pois				1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	1 50	1 60
Extra 1s, Eyeless and Coreless	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
Preserved 2s, Eyeless and Coreless	.....	.....	1 75	1 90
" " Grated	.....	.....	1 80	2 00
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 00	.....
" " in Syrup	.....	.....	2 10	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	65	.....	67½	.....
" Seconds	62½	.....	65	.....
No. 2 Full Standards	47½	.....	50	.....
" Seconds	45	.....	47½	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds, Labeled Standards	62½	.....	.....	65
No. 2 Full Standards	.....	.....	50	55
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	50	.....	.....	.....
" 3 " "	67½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	62½	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 95	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	.....	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 25	1 35
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 25	1 30

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	1 05	1 10
" " Maine	.....	.....
" " Southern	77½	80
" " Western, 2s	82½	90
LOBSTER—Talls, 1-lb.	.....	.....
" flats, 1-lb.	3 45	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 35	1 45
PEARS—California 2½-lb.	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	70	1 00
" Gallon	2 00	
SALMON—Columbia River talls, 1-lb.	1 70	1 75
" " " flats, 1-lb.	1 85	1 90
" " " " ½-lb.	1 05	1 07½
" Alaska Red, talls, 1-lb.	1 15	1 23½
" Medium Red, talls, 1-lb.	1 10	1 12½
" Chums, talls, 1-lb.	.....	.....
" Sockeye, flats, 1-lb.	.....	.....
" " talls, 1-lb.	.....	.....
" " flats, ½-lb.	.....	.....
" Alaska Pink, talls, 1-lb.	80	85
" Cohoes, talls, 1-lb.	.....	.....
" Cohoes, flats, 1-lb.	.....	.....
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	67½	75
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 17½	16½	15½
Wire Coil	17½	16½	15½
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00	per thousand.
No. 2 S. H.	13 00	"
No. 2 P. H.	13 50	"
No. 3 P. H.	17 00	"
Gallon P. H.	42 50	"
No. 3 Jersey P. H., Standard,	18 00	"

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

2 S. H	2 L. H.	3 Stand.	Gallons.
$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 20	29 50	.....	.....
Malacca	29 20	29 50	.....	.....

PIG LEAD.

Omaha	$ 4 40	4 50	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,
737 EAST PRATT STREET
BALTIMORE, MD.

"Pack Asparagus and Make Money."

This is the one vegetable that is always in short supply and pays a big profit.

For Sale.—A Farm, specially suited to growing asparagus or other vegetables for canners' uses.

275 acres good land and buildings at the low price of $5,500.

Well located in Southern Maryland, near Potomac River; has 50 acres of rich bottom land specially adapted to growing asparagus. For full particulars, write us.

J. L. ROWLAND & CO.,,
504 East Fayette street, Baltimore.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

Kerosene Oil Heating,

WHY

Subject your lives and buildings to the dangers attending gasoline in any form

WHEN

You can obtain better results at Twenty-five per cent less expense by adopting the

CLARK KEROSENE OIL SYSTEM

WHICH IS

Most economical, safe and durable, having a faultless reputation of fourteen years' duration.

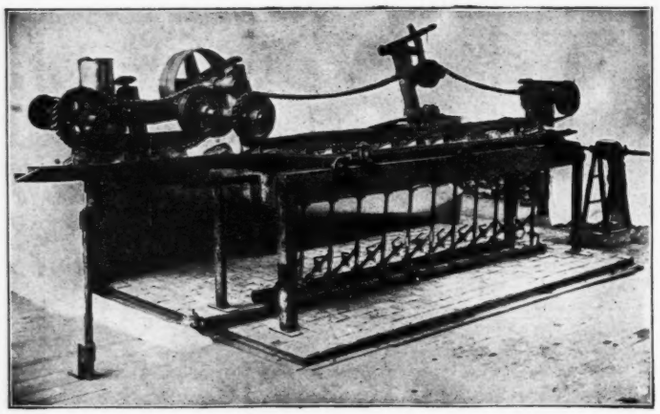
Send for Catalogue.

THE CLARK NOVELTY COMPANY,
ROCHESTER, N. Y.

CAN FLOATING MACHINE

With Acid and Cooling Attachment.

The Improved Round Can Floating Machine illustrated below will solder cans up to 6¾ inches in diameter, and has a capacity of 40,000 2-lb. can ends per day. A great number are now in use, doing good work, with a rapidity approached by no other machine.



JOHN R. MITCHELL,

CANNING AND CANMAKING MACHINERY,

Foot of Washington St. BALTIMORE, MD., U. S. A.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

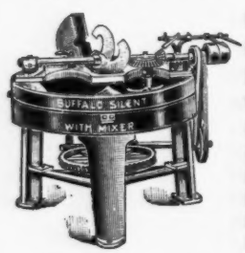
Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

Skaneateles Sauer Kraut Co., Skaneateles, N. Y.
Ring Rose Pickling Co., Minneapolis, Minn.
Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
John Blaul & Sons, Burlington, Ia.
Blue Grass Canning Co., Owensboro, Ky.
Blue Hill Preserving Co., Boston, Mass.
Wm. Pomerich, Oshkosh, Wis.
Geo. Schneider, Philadelphia, Pa.
Adams Bros. & Co., Philadelphia, Pa.
Geo. Raemish, Winsor, Wis.
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.



Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

Saves 15 to 20%

Write for Catalogue.

JOHN E. SMITH'S SONS CO.,

BUFFALO, N. Y., U. S. A.

THE

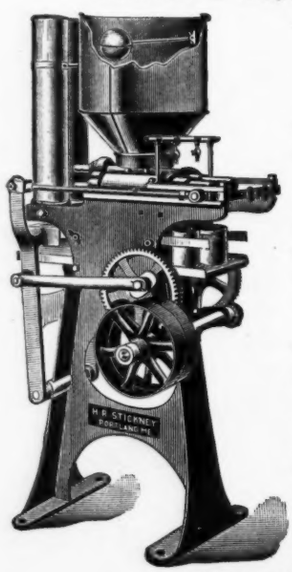
STICKNEY

CONDENSED

MILK FILLER

PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

Wanted—A thoroughly competent "Kraut" man. Answer at once, with full information, to "Kraut," care of The Trade.

SITUATIONS WANTED.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Wanted—A situation by a first-class catsup maker who also understands preserve making and the processing of tomatoes and fruit. Address R. Alexander, care General Delivery, Cincinnati, O.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

W. L. HINCHMAN, Ph. G.

26 MILTON AVENUE, BALTIMORE, MD.

—EXPERT IN—

Canning and Preserving. *Chemist and Anylist.*

GOODS ANALYZED.
WORKING FORMULAS.
NEW IDEAS ELABORATED.

Formulas and Processes for Jams, Jellies, Preserves; Wet and Dry Mince Meat, Pie Preparations, Soups, Catsups, Flavoring Extracts, Candies, Yeast Powder, Etc., Etc.

PROCESSES IMPROVED.
OUTPUT CHEAPENED.
NEW PLANTS OUTLINED.

PRICES REASONABLE. CORRESPONDENCE SOLICITED.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

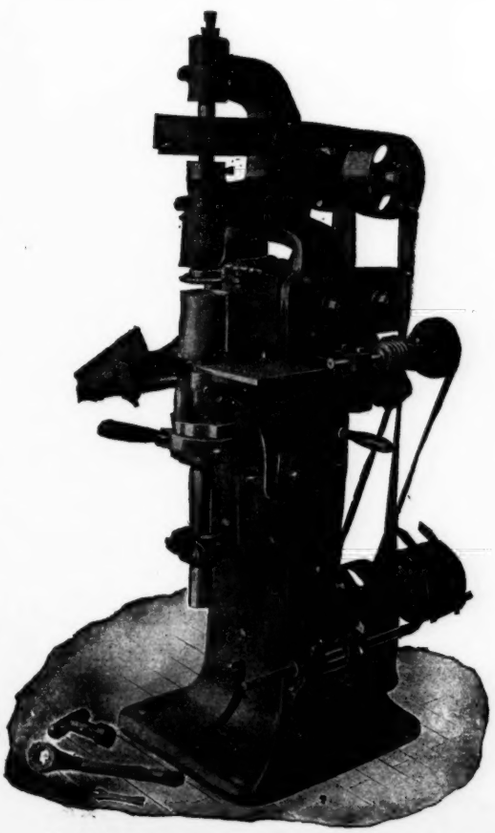
Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."



No. 2 Automatic Double Seamer—Round Cans

—*The*—

Max Ams Machine Company,

Mount Vernon,

New York,

U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No. 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

FACTORY

1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead, ——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces
——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

A. SCHULTZ & CO.,
Baltimore, Md.

THE CANNED GOODS EXCHANGE
OF BALTIMORE, MD.

246 S. BROADWAY.

President, HUGH S. OREM,

Vice-President, E. H. MILLER. Treasurer, LEANDER LANGRALL.

Secretary, A. F. JONES.

Arbitration Committee:

WM. GRECHT, C. J. SCHENKLE, BENJ. HAMBURGER, LOUIS GREBB.

C. Cecil Smith.

Committee on Commerce:

RUFUS M. GIBBS, E. C. SHIMER, E. C. WHITE, WM. A. WAGNER.

Legislative Committee:

GEORGE PHILLIPS, B. J. MEEHAN, S. J. ROBINSON, JOHN SCHALL,

Counsel, GANS & HAMAN, Chemist, CHARLES GLASER.

Wm. Dugdale,
CANNED GOODS BROKER,

301 Majestic Building, *Indianapolis, Ind.*

Unusual facilities for placing entire packs of goods throughout the west. Correspondence solicited.

TIN STRIPS AND CIRCLES

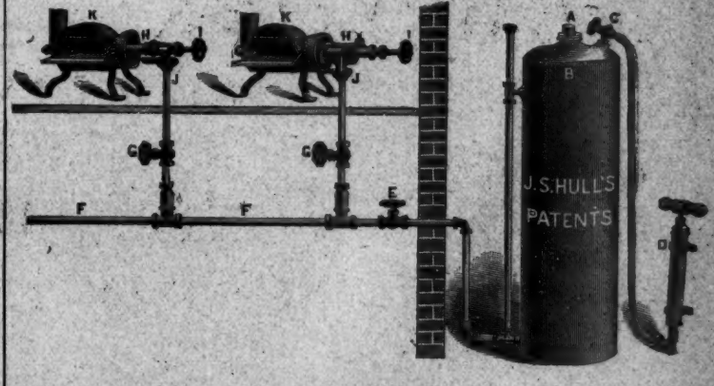
BOUGHT BY AMMIDON & CO.

2215-17 Boston Street, BALTIMORE, MD

J. S. HULL MFG. CO.

125-127 EAST FALLS AVENUE,

BALTIMORE, MD.



Manufacturers of

HULL'S

PATENT GASOLINE BURNERS,

FIRE POTS AND HEATERS.

Repairs Promptly Attended to.

CANNING HOUSE SUNDRIES.

American Can Company

Principal Sales Offices:

NEW YORK,
BOWLING GREEN BUILDING.

BALTIMORE, MD.,
BOSTON AND HUDSON STREETS.

CHICAGO, ILL.,
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.,
209-221 MISSION STREET